



ALADDA

Asociación Latinoamericana de
Distribuidores de Automotores

Regional Automotive Market



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Regional Market
by the end of august 2026

Distributed for



ALADDA
Asociación Latinoamericana de
Distribuidores de Automotores

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Regional automotive market - Summary

In August 2026 in comparison with August 2025: increase in **13.5%** in sales.

In August:

Total Vehicles Sales

- Highest y-o-y growth: Venezuela (**100.6%**) and Ecuador (**48.9%**)
- Highest y-o-y decrease: Argentina (**19.1%**)



Light Vehicles Sales:

- **Highest y-o-y growth:** Venezuela (**77.8%**), Ecuador (**48.1%**) and Peru (**44.7%**)
- **Highest y-o-y decrease:** Argentina (**19.3%**)



Heavy Vehicles Sales:

- **Highest y-o-y growth:** Venezuela (**155.3%**), Ecuador (**56.3%**) and Paraguay (**47.2%**)
- **Highest y-o-y decrease:** Colombia (**33.4%**) Argentina (**15.7%**) and Mexico (**4.8%**).

COUNTRIES		Ago 2025	Ago 2026	Jan-Ago 2025	Jan-Ago 2026	% VAR Ago 2026 -2025	% VAR jan - ago 2026 -2025
	BRAZIL	225.298	275.094	1.667.167	1.974.688	22.1%↑	18.4%↑
	MEXICO	129.901	132.556	996.671	1.037.024	2%↑	4%↑
	ARGENTINA	54.889	44.415	444.256	380.728	-19.1%↓	-14.3%↓
	CHILE	28.474	29.415	210.701	216.578	3.3%↑	2.8%↑
	COLOMBIA	21.327	27.169	150.263	213.704	27.4%↑	42.2%↑
	PERU	18.214	26.328	135.243	188.816	44.5%↑	39.6%↑
	ECUADOR	10.264	15.281	77.116	108.278	48.9%↑	40.4%↑
	URUGUAY	5.989	6.975	44.632	52.608	16.5%↑	17.9%↑
	COSTA RICA*	4.673	5.967	47.911	48.770	27.7%↑	1.8%↑
	GUATEMALA	5.158	6.278	40.960	48.499	21.7%↑	18.4%↑
	PARAGUAY	3.200	4.161	25.034	37.753	30%↑	50.8%↑
	VENEZUELA	2.990	5.999	21.260	36.855	100.6%↑	73.4%↑
	DOMINICAN REP.	4.111	4.490	31.944	31.704	9.2%↑	-0.8%↓
Total		514.488	584.128	3.893.158	4.376.005	13.5%↑	12.4%↑

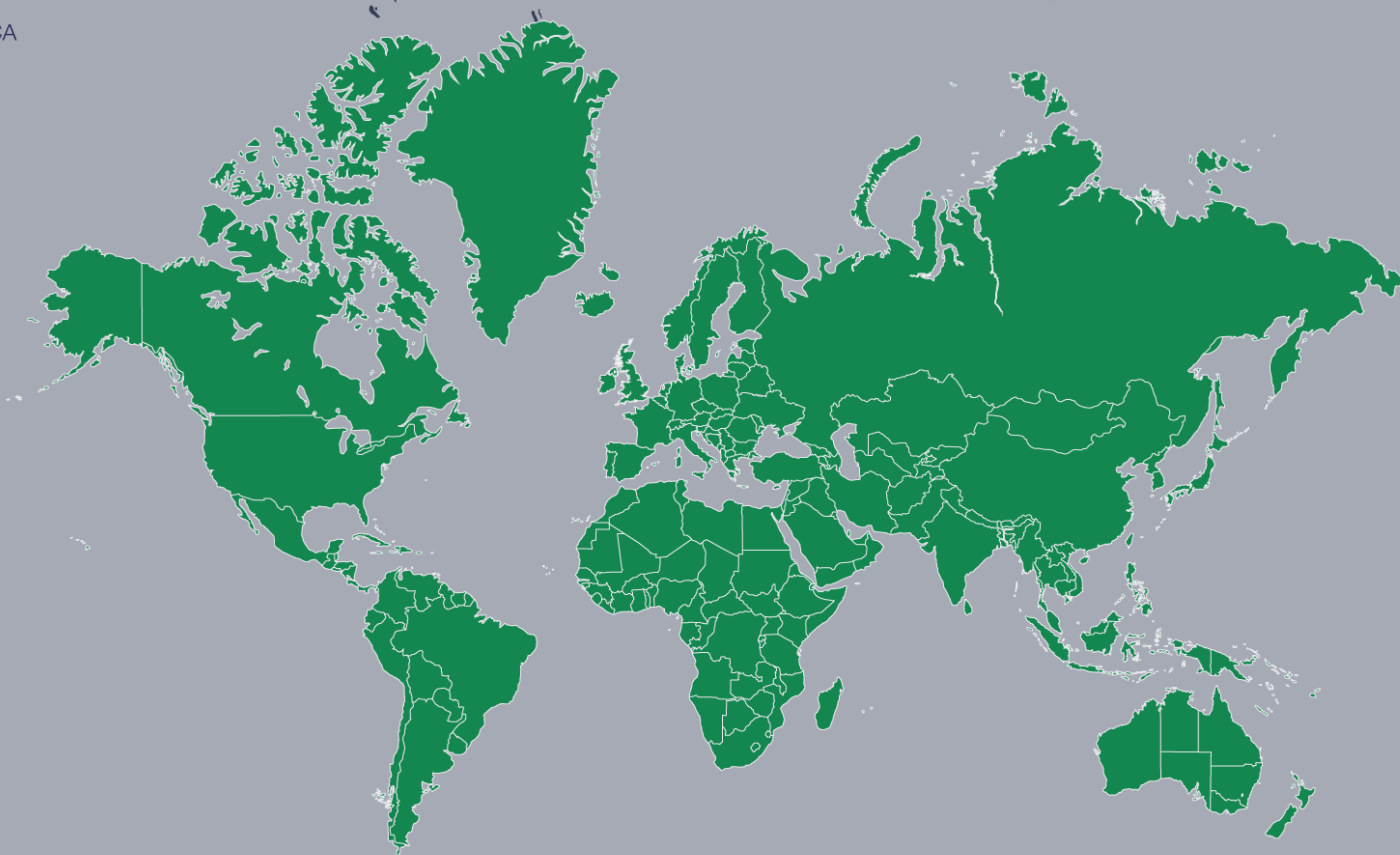
*Imports

Regional
Automotive Market

Vehicles sales
by continents

America sales		Europe sales		Asia & Oceania sales		Africa sales	
2021	22.003.539	2021	16.874.490	2021	43.618.875	2021	1.133.520
2022	20.877.258	2022	15.071.434	2022	45.952.883	2022	1.075.740
2023	23.215.717	2023	17.934.268	2023	50.641.764	2023	1.050.105
2024	24.168.628	2024	18.688.015	2024	51.393.882	2024	1.053.734
2025	24.864.617	2025	18.605.313	2025	55.018.183	2025	1.285.408

Source: OICA



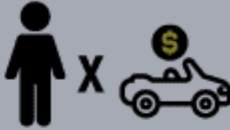
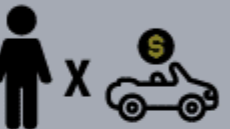
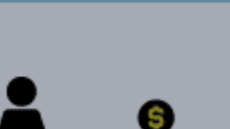
Historical vehicle sales of
member countries

COUNTRIES		2022	2023	2024	2025
	BRAZIL	2.104.050	2.307.907	2.634.366	2.689.179
	MEXICO	1.134.443	1.416.429	1.562.615	1.564.471
	ARGENTINA	406.792	449.496	414.211	604.127
	CHILE	448.261	332.636	318.612	328.218
	COLOMBIA	262.595	186.826	201.219	254.438
	PERU	177.543	181.812	169.309	211.776
	ECUADOR	134.170	132.388	108.266	124.505
	COSTA RICA*	40.159	57.446	76.828	73.123
	URUGUAY	56.112	61.789	66.712	72.503
	GUATEMALA	44.730	54.569	58.045	63.626
	PANAMA	42.169	48.919	54.384	60.233
	DOMINICAN REP.	32.455	46.199	47.934	48.467
	PARAGUAY	32.677	30.685	32.560	39.420
	VENEZUELA	3.998	7.313	17.558	38.610
	BOLIVIA	45.724	51.012	29.692	
Total		4.965.878	5.365.426	5.792.311	6.172.696

Regional
Automotive Market

Total Vehicle Sales

Thousand units

Country	August 2025	August 2026	Jan-Aug 2025	Jan-Aug 2026	Ratio (population / light vehicle sales)
	225,3	275,1	1.667,2	1.974,7	2024: 86 2025: 84 
	129,9	132,6	996,7	1.037,0	2024: 88 2025: 87 
	54,9	44,4	444,3	380,7	2024: 121 2025: 83 
	28,5	29,4	210,7	216,6	2024: 66 2025: 64 
	21,3	27,2	150,3	213,7	2024: 285 2025: 230 
	18,2	26,3	135,2	188,8	2024: 226 2025: 184 
	10,3	15,3	77,1	108,3	2024: 183 2025: 164 
Imports 	4,7	6,0	47,9	48,8	2024: 76 2025: 81 
	6,0	7,0	44,6	52,6	2024: 57 2025: 50 
	5,2	6,3	41,0	48,5	2024: 378 2025: 373 
	-	-	-	-	2024: 86 2025: 79 
	3,2	4,2	25,0	37,8	2024: 248 2025: 188 
	4,1	4,5	31,9	31,7	2024: 277 2025: 288 
	3,0	6,0	21,3	36,9	2024: 4.967 2025: 2.296 

Regional Automotive Market

Vehicle sales Light and heavy

Thousand units

Country	Light vehicle sales				Heavy vehicle sales			
	Aug 2025	Aug 2026	Jan-Aug 2025	Jan-Aug 2026	Aug 2025	Aug 2026	Jan-Aug 2025	Jan-Aug 2026
	214,4	263,1	1.576,0	1.887,8	10,9	12,0	91,2	86,9
	126,5	129,4	969,4	1.014,7	3,4	3,2	27,3	22,3
	51,7	41,8	420,8	357,9	3,2	2,7	23,4	22,8
	27,7	28,4	202,7	208,7	0,8	1,0	8,0	7,9
	19,5	25,9	137,0	194,1	1,9	1,2	13,3	19,6
	16,2	23,4	119,9	167,2	2,0	2,9	15,4	21,6
	9,3	13,7	68,6	96,5	1,0	1,6	8,5	11,8
Imports 	4,0	5,3	43,2	43,6	0,7	0,7	4,7	5,2
	5,7	6,6	42,4	50,1	0,3	0,4	2,3	2,6
	4,0	4,9	32,1	38,0	1,2	1,4	8,9	10,5
	-	-	-	-	-	-	-	-
	3,0	3,9	23,6	35,7	0,2	0,3	1,4	2,1
	3,3	3,6	25,2	25,5	0,8	0,9	6,8	6,2
	2,1	3,7	15,1	25,2	0,9	2,3	6,1	11,7



ARGENTINA

Regional Automotive Market

Vehicle sales per thousand inhabitants*

Nominal GDP per capita (USD)

2021

2022

2023

2024

2025

8,410.632

8,813.620

9,513.823

8,812.814

12,714.359

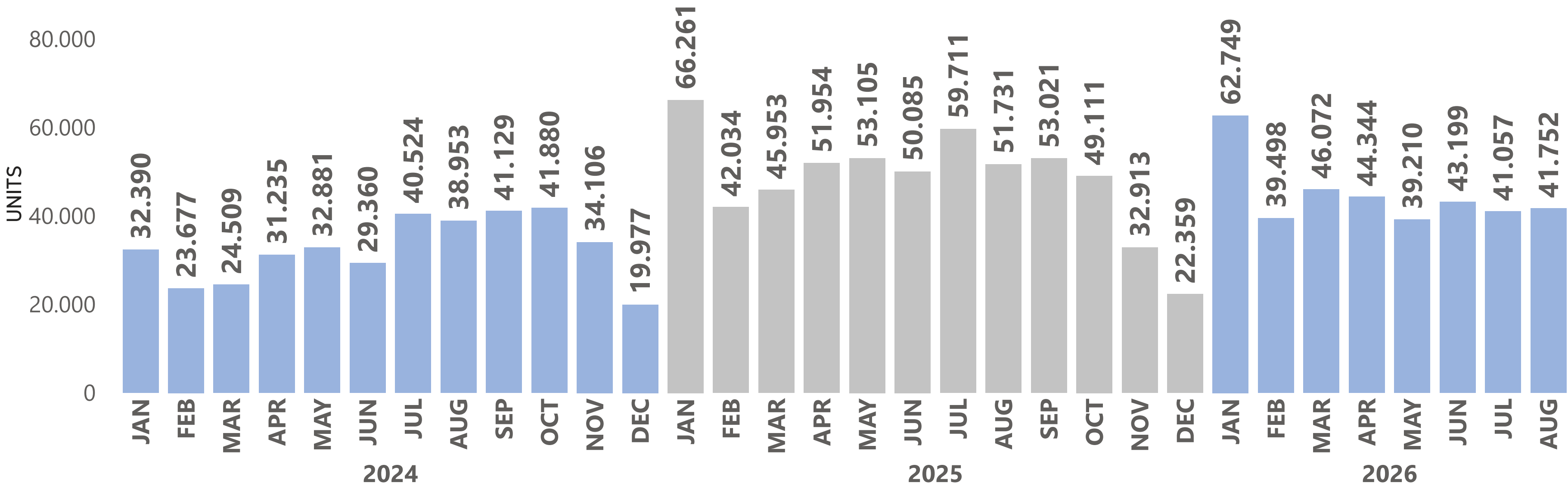
Source: FMI

*This indicator reflects the number of new vehicles sold per thousand inhabitants. Its purpose is to measure the relationship between vehicle sales volume—including light and heavy vehicles—and the size of the population.

Light: Passenger cars and light commercial vehicles
Heavy: Heavy commercial vehicles

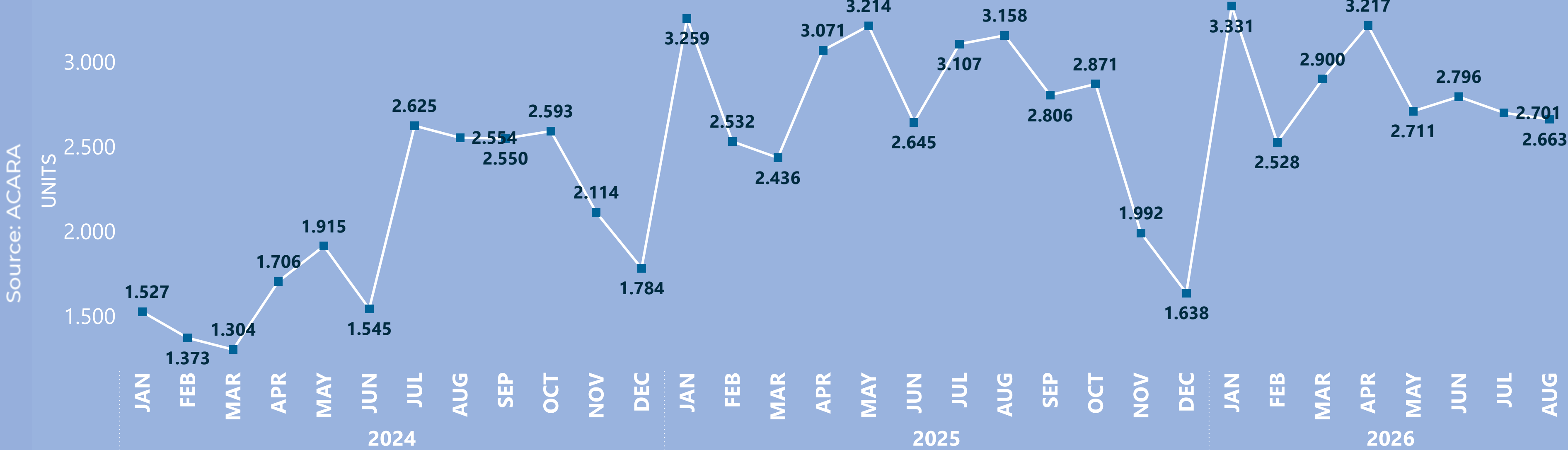
		Sales by brand (August 2025)		Sales by brand (August 2026)		Accumulated sales by brand (Jan-August 2025)		Accumulated sales by brand (Jan-August 2026)	
Brand		Quantity	Market share	Quantity	Market share	Quantity	Market share	Quantity	Market share
TOYOTA		9.726	17,7 %	7.247	16,3 %	72.535	16,3 %	52.771	13,9 %
VOLKSWAGEN		8.785	16,0 %	5.330	12,0 %	72.010	16,2 %	49.180	12,9 %
FIAT		6.005	10,9 %	4.718	10,6 %	57.140	12,9 %	43.829	11,5 %
FORD		4.621	8,4 %	4.101	9,2 %	33.534	7,5 %	34.952	9,2 %
CHEVROLET		4.295	7,8 %	3.910	8,8 %	32.197	7,2 %	31.142	8,2 %
RENAULT		4.929	9,0 %	2.909	6,5 %	42.880	9,7 %	25.722	6,8 %
PEUGEOT		3.833	7,0 %	2.169	4,9 %	37.556	8,5 %	24.970	6,6 %
CITROEN		1.569	2,9 %	1.493	3,4 %	17.996	4,1 %	13.866	3,6 %
MERCEDES BENZ		1.567	2,9 %	1.313	3,0 %	10.579	2,4 %	11.923	3,1 %
BYD		0	0,0 %	1.389	3,1 %	0	0,0 %	10.608	2,8 %
OTHERS		9.559	17,4 %	9.836	22,1 %	67.829	15,3 %	81.765	21,5 %
Total		54.889	100,0 %	44.415	100,0 %	444.256	100,0 %	380.728	100,0 %
LIGHT		51.731	94,2 %	41.752	94,0 %	420.834	94,7 %	357.881	94,0 %
HEAVY		3.158	5,8 %	2.663	6,0 %	23.422	5,3 %	22.847	6,0 %
Total		54.889	100,0 %	44.415	100,0 %	444.256	100,0 %	380.728	100,0 %

Monthly light vehicle sales** (units)



**Light vehicles: Passenger cars and light commercial vehicles

Monthly heavy vehicle sales*** (units)



*** Heavy vehicles: Heavy commercial vehicles



BRAZIL

Regional
Automotive
Market

2021

2022

2023

2024

2025

Vehicle sales
per thousand inhabitants*

10,5

8.166

10,4

9.455

11,3

10.268

12,4

10.296

12,6

10.578

Nominal GDP per capita (USD)

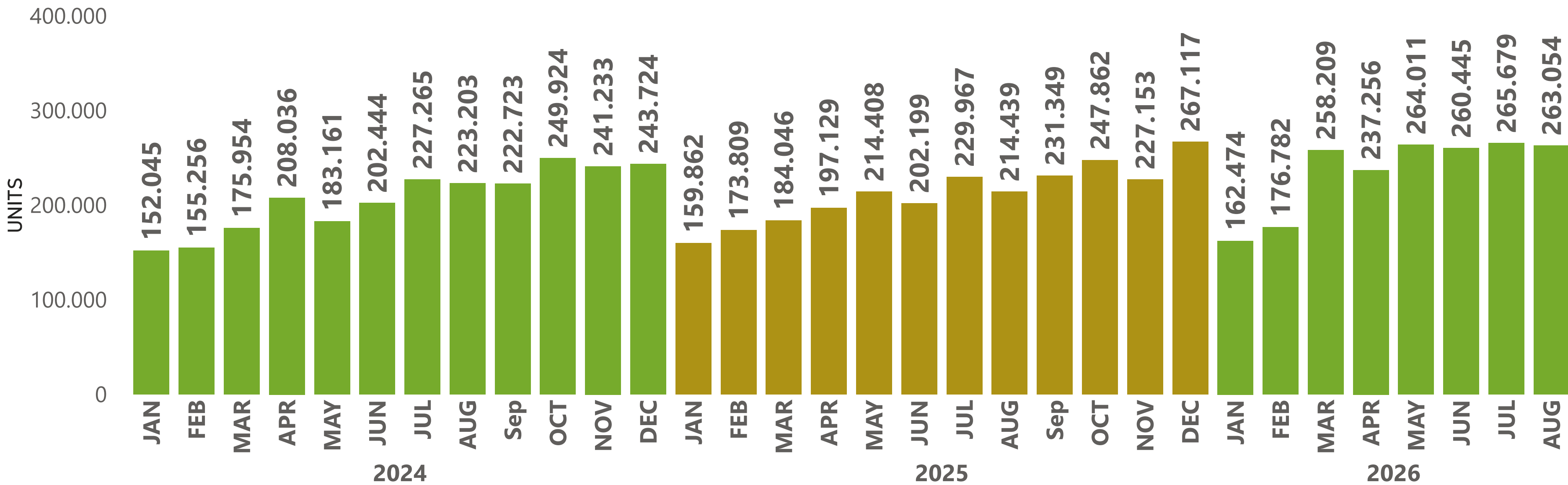
Source: FMI

*This indicator reflects the number of new vehicles sold per thousand inhabitants. Its purpose is to measure the relationship between vehicle sales volume—including light and heavy vehicles—and the size of the population.

Light: Passenger cars and light commercial vehicles
Heavy: Trucks and buses

Brand	Sales by brand (August 2025)		Sales by brand (August 2026)		Accumulated sales by brand (Jan-August 2025)		Accumulated sales by brand (Jan-August 2026)	
	Quantity	Market share	Quantity	Market share	Quantity	Market share	Quantity	Market share
FIAT	45.373	20,1 %	48.465	17,6 %	337.388	20,2 %	368.419	18,7 %
VW	42.157	18,7 %	44.417	16,1 %	289.723	17,4 %	331.220	16,8 %
GM	21.964	9,7 %	27.500	10,0 %	166.245	10,0 %	197.425	10,0 %
BYD	9.818	4,4 %	24.593	8,9 %	67.319	4,0 %	147.233	7,5 %
HYUNDAI	16.930	7,5 %	17.017	6,2 %	119.828	7,2 %	127.008	6,4 %
TOYOTA	15.625	6,9 %	13.559	4,9 %	121.922	7,3 %	108.813	5,5 %
RENAULT	10.798	4,8 %	10.016	3,6 %	81.401	4,9 %	84.513	4,3 %
JEEP	9.045	4,0 %	9.026	3,3 %	74.560	4,5 %	74.563	3,8 %
HONDA	7.473	3,3 %	9.677	3,5 %	65.589	3,9 %	73.027	3,7 %
GWM	3.924	1,7 %	9.825	3,6 %	23.115	1,4 %	54.340	2,8 %
OTHERS	42.191	18,7 %	60.999	22,2 %	320.077	19,2 %	408.127	20,7 %
Total	225.298	100,0 %	275.094	100,0 %	1.667.167	100,0 %	1.974.688	100,0 %
LIGHT	214.439	95,2 %	263.054	95,6 %	1.575.985	94,5 %	1.887.750	95,6 %
HEAVY	10.859	4,8 %	12.040	4,4 %	91.182	5,5 %	86.938	4,4 %
Total	225.298	100,0 %	275.094	100,0 %	1.667.167	100,0 %	1.974.688	100,0 %

Monthly light vehicle sales** (units)



**Light vehicles: Passenger cars and light commercial vehicles

Monthly heavy vehicle sales*** (units)



*** Heavy vehicles: trucks and buses



CHILE

Regional Automotive Market

Vehicle sales per thousand inhabitants*

Nominal GDP per capita (USD)

Source: FMI

2021

2022

2023

2024

2025

22,116.092

22,515.166

16,516.815

15,916.365

16,217.181

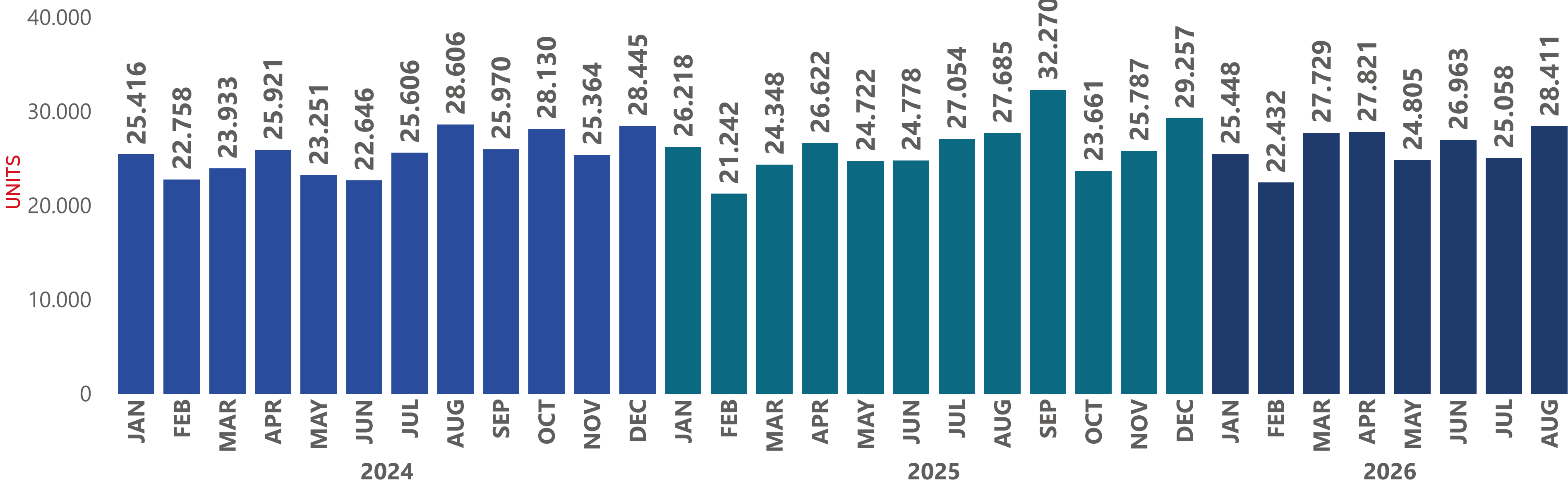
*This indicator reflects the number of new vehicles sold per thousand inhabitants. Its purpose is to measure the relationship between vehicle sales volume—including light and heavy vehicles—and the size of the population.

		Sales by brand (August 2025)		Sales by brand (August 2026)		Accumulated sales by brand (Jan-August 2025)		Accumulated sales by brand (Jan-August 2026)	
Brand		Quantity	Market share	Quantity	Market share	Quantity	Market share	Quantity	Market share
Light: Passenger cars, pick up, commercial cars and SUV Heavy: Trucks	TOYOTA	2.418	8,5 %	3.114	10,6 %	16.250	7,7 %	17.858	8,2 %
	SUZUKI	2.038	7,2 %	1.751	6,0 %	15.052	7,1 %	15.006	6,9 %
	HYUNDAI	2.269	8,0 %	2.355	8,0 %	13.805	6,6 %	14.352	6,6 %
	KIA	1.712	6,0 %	2.073	7,0 %	12.390	5,9 %	12.918	6,0 %
	CHEVROLET	1.837	6,5 %	1.699	5,8 %	13.074	6,2 %	11.672	5,4 %
	GWM	1.065	3,7 %	1.105	3,8 %	8.861	4,2 %	10.430	4,8 %
	FORD	1.354	4,8 %	1.339	4,6 %	10.108	4,8 %	10.300	4,8 %
	CHANGAN	1.140	4,0 %	1.037	3,5 %	7.802	3,7 %	9.547	4,4 %
	PEUGEOT	1.073	3,8 %	1.006	3,4 %	10.474	5,0 %	8.625	4,0 %
	MG	782	2,7 %	759	2,6 %	5.614	2,7 %	7.452	3,4 %
	OTHERS	12.786	44,9 %	13.177	44,8 %	97.271	46,2 %	98.418	45,4 %
	Total	28.474	100,0 %	29.415	100,0 %	210.701	100,0 %	216.578	100,0 %
	LIGHT	27.685	97,2 %	28.411	96,6 %	202.669	96,2 %	208.667	96,3 %
	HEAVY	789	2,8 %	1.004	3,4 %	8.032	3,8 %	7.911	3,7 %
	Total	28.474	100,0 %	29.415	100,0 %	210.701	100,0 %	216.578	100,0 %

The participation is calculated based on total sales, including light and heavy vehicles

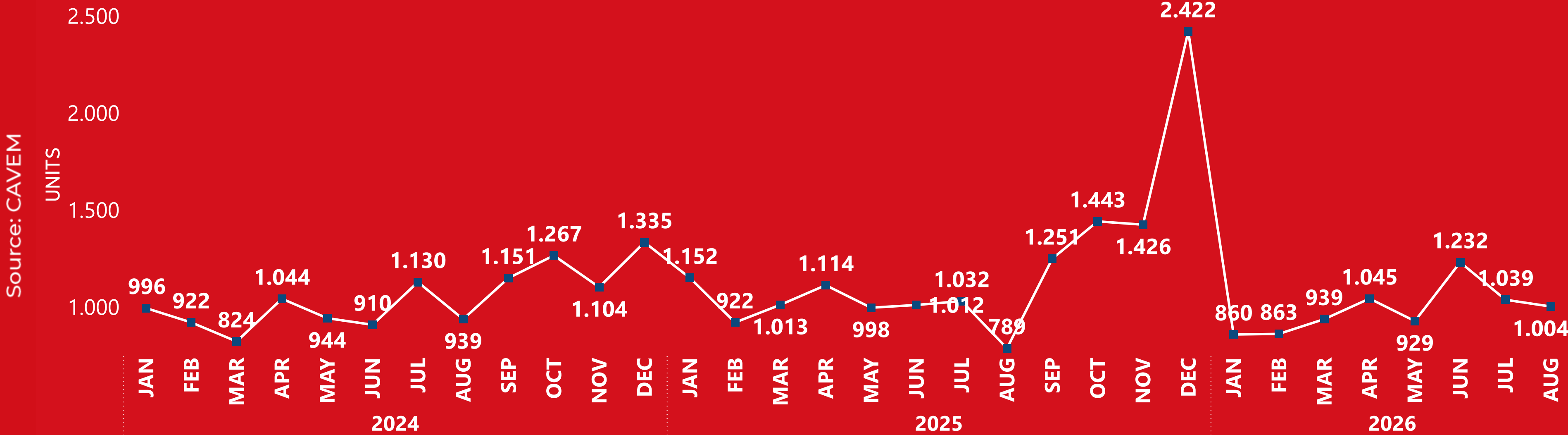
The participation is calculated based on total sales, including light and heavy vehicles

Monthly light vehicle sales** (units)



**Light vehicles: Passenger cars, pick up, commercial cars and SUV

Monthly heavy vehicle sales*** (units)



*** Heavy vehicles: trucks

COLOMBIA

Regional
Automotive
Market

2021

2022

2023

2024

2025

Vehicle sales
per thousand inhabitants*

4,9 6.239

5,1 6.658

3,6 6.963

3,8 7.917

4,8 8.249

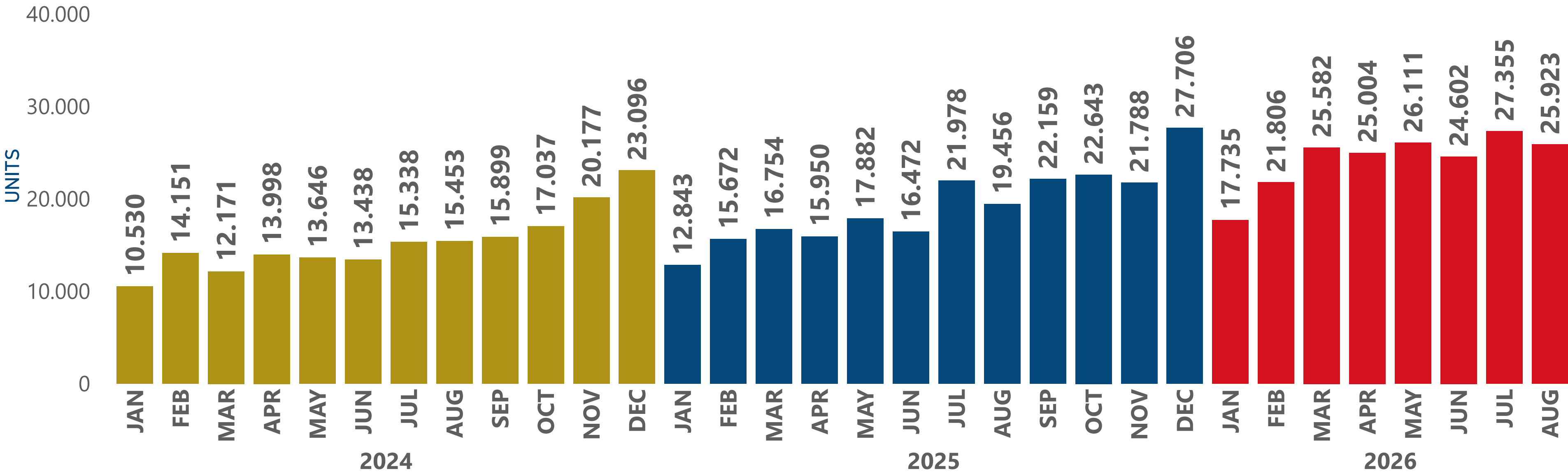
Nominal GDP per capita (USD)
Source: FMI

*This indicator reflects the number of new vehicles sold per thousand inhabitants. Its purpose is to measure the relationship between vehicle sales volume—including light and heavy vehicles—and the size of the population.

Light: SUV, passenger cars, pick up, taxi, minibus, quadricycle,
VAN and ambulance
Heavy: Trucks <10.5 t, trucks >10.5 t, tractor trucks,
dump trucks and buses

		Sales by brand (August 2025)		Sales by brand (August 2026)		Accumulated sales by brand (Jan-August 2025)		Accumulated sales by brand (Jan-August 2026)	
Brand		Quantity	Market share	Quantity	Market share	Quantity	Market share	Quantity	Market share
KIA		2.372	11,1 %	3.600	13,3 %	19.625	13,1 %	28.115	13,2 %
RENAULT		2.422	11,4 %	2.685	9,9 %	19.567	13,0 %	21.293	10,0 %
TOYOTA		2.513	11,8 %	3.031	11,2 %	17.033	11,3 %	18.960	8,9 %
CHEVROLET		1.836	8,6 %	1.785	6,6 %	12.600	8,4 %	15.833	7,4 %
MAZDA		2.119	9,9 %	1.713	6,3 %	13.505	9,0 %	15.299	7,2 %
TESLA				2.048	7,5 %	9	0,0 %	14.126	6,6 %
SUZUKI		1.017	4,8 %	1.380	5,1 %	7.646	5,1 %	11.708	5,5 %
NISSAN		1.060	5,0 %	1.465	5,4 %	8.164	5,4 %	9.413	4,4 %
HYUNDAI		989	4,6 %	1.182	4,4 %	6.948	4,6 %	9.143	4,3 %
VOLKSWAGEN		932	4,4 %	1.005	3,7 %	6.018	4,0 %	8.383	3,9 %
OTHERS		6.067	28,4 %	7.275	26,8 %	39.148	26,1 %	61.431	28,7 %
Total		21.327	100,0 %	27.169	100,0 %	150.263	100,0 %	213.704	100,0 %
LIGHT		19.456	91,2 %	25.923	95,4 %	137.007	91,2 %	194.118	90,8 %
HEAVY		1.871	8,8 %	1.246	4,6 %	13.256	8,8 %	19.586	9,2 %
Total		21.327	100,0 %	27.169	100,0 %	150.263	100,0 %	213.704	100,0 %

Monthly light vehicle sales** (units)



**Light vehicles: SUV, passenger cars, pick up, taxi, minibus, quadricycle, VAN and ambulance

Monthly heavy vehicle sales*** (units)



*** Heavy vehicles: Trucks <10.5 t, trucks >10.5 t, tractor trucks, dump trucks and buses



COSTA RICA

Regional Automotive Market

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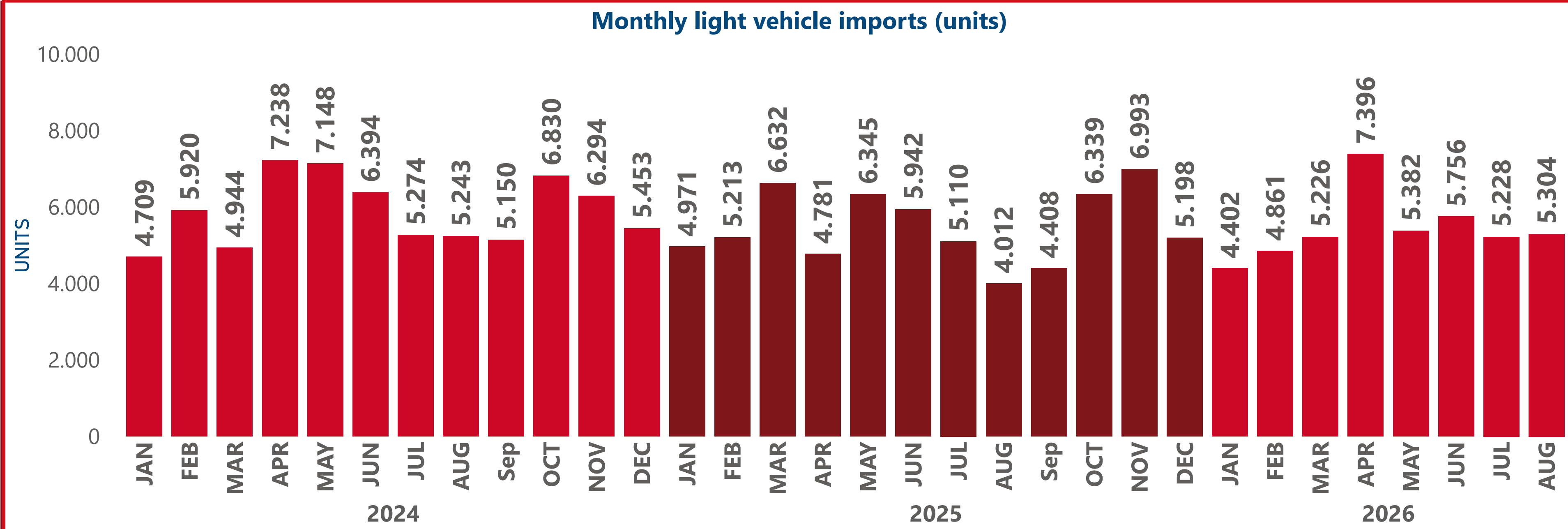


Source: FMI

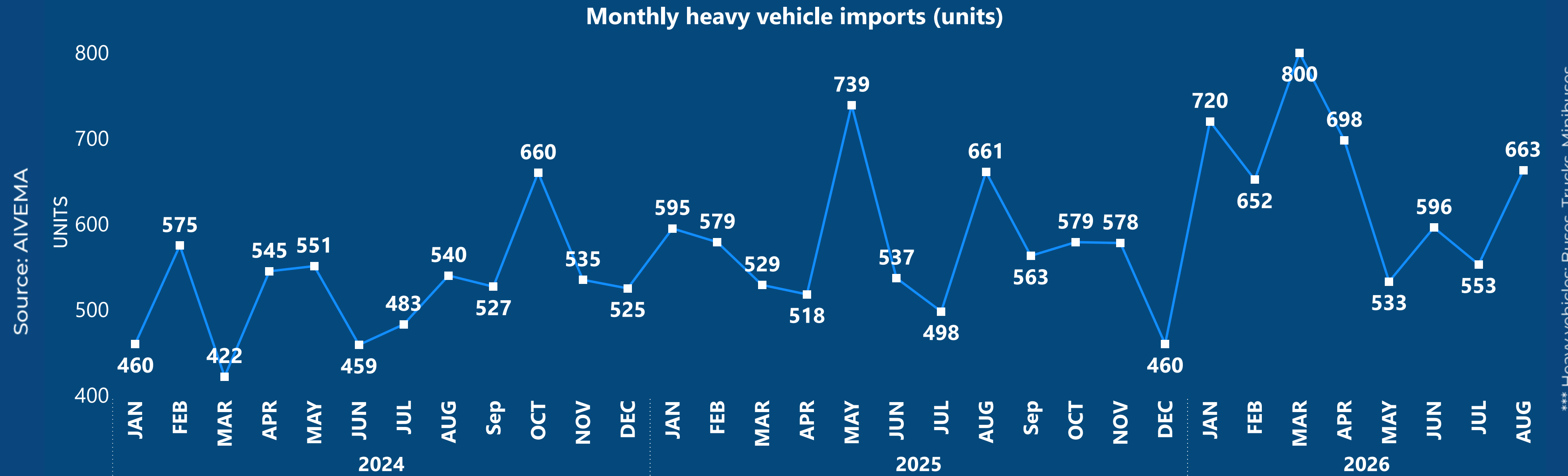
*This indicator reflects the number of new vehicles imported per thousand inhabitants. Its purpose is to measure the relationship between vehicle imports volume—including light and heavy vehicles—and the size of the population.

Light: Panel, Pickup trucks, Sedans, SUVs, Hatchbacks Heavy: Buses, Trucks, Minibuses	Imports by brand (August 2025)		Imports by brand (August 2026)		Accumulated imports by brand (Jan-August 2025)		Accumulated imports by brand (Jan-August 2026)		
	Brand	Quantity	Market share	Quantity	Market share	Quantity	Market share	Quantity	Market share
	TOYOTA	745	15,9 %	945	15,8 %	9.140	19,1 %	7.908	16,2 %
	NISSAN	521	11,1 %	375	6,3 %	4.686	9,8 %	4.051	8,3 %
	SUZUKI	356	7,6 %	451	7,6 %	3.484	7,3 %	3.618	7,4 %
	MITSUBISHI	236	5,1 %	526	8,8 %	2.497	5,2 %	3.431	7,0 %
	GEELY	356	7,6 %	376	6,3 %	2.907	6,1 %	3.257	6,7 %
	CHERY	203	4,3 %	295	4,9 %	1.589	3,3 %	2.373	4,9 %
	HYUNDAI	278	5,9 %	181	3,0 %	2.462	5,1 %	2.343	4,8 %
	BYD	36	0,8 %	550	9,2 %	2.543	5,3 %	2.182	4,5 %
	DONGFENG	104	2,2 %	304	5,1 %	667	1,4 %	1.604	3,3 %
	ISUZU	143	3,1 %	169	2,8 %	1.350	2,8 %	1.578	3,2 %
	OTHERS	1.695	36,3 %	1.795	30,1 %	16.586	34,6 %	16.425	33,7 %
	Total	4.673	100,0 %	5.967	100,0 %	47.911	100,0 %	48.770	100,0 %
	LIGHT	4.012	85,9 %	5.304	88,9 %	43.223	90,2 %	43.555	89,3 %
	HEAVY	661	14,1 %	663	11,1 %	4.688	9,8 %	5.215	10,7 %
	Total	4.673	100,0 %	5.967	100,0 %	47.911	100,0 %	48.770	100,0 %

Imports data



**Light vehicles: Panel, Pickup trucks, Sedans, SUV, Hatchbacks



*** Heavy vehicles: Buses, Trucks, Minibuses



ECUADOR

Regional Automotive Market

Vehicle sales per thousand inhabitants*

Nominal GDP per capita (USD)

Source: FMI

2021

2022

2023

2024

2025

6,5

5.979

7,5

6.389

7,3

6.663

6,0

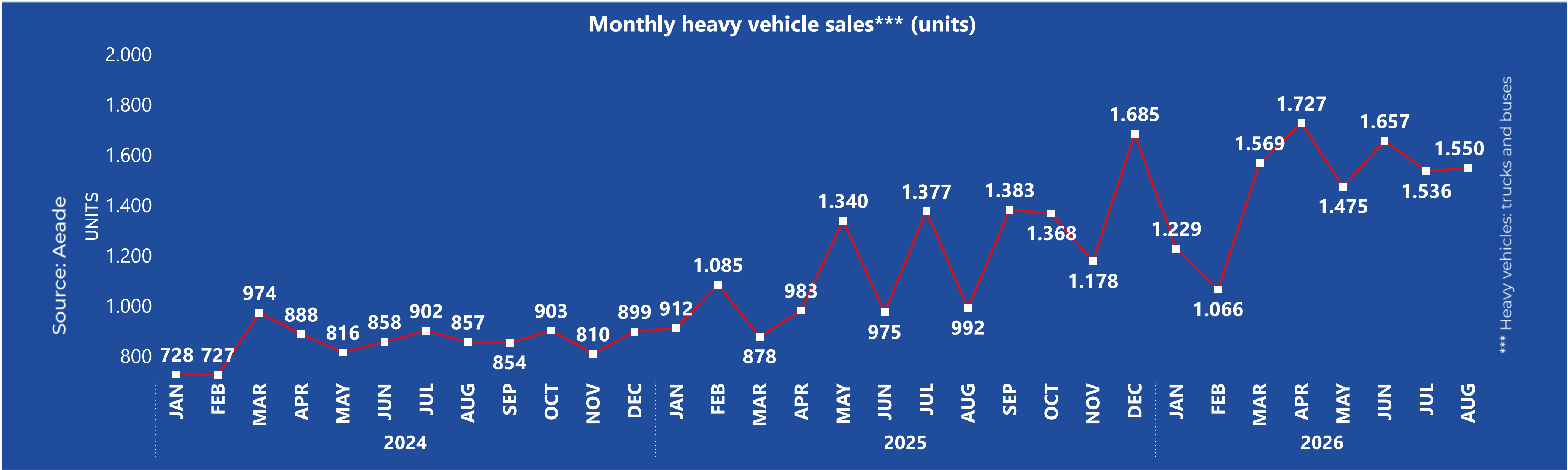
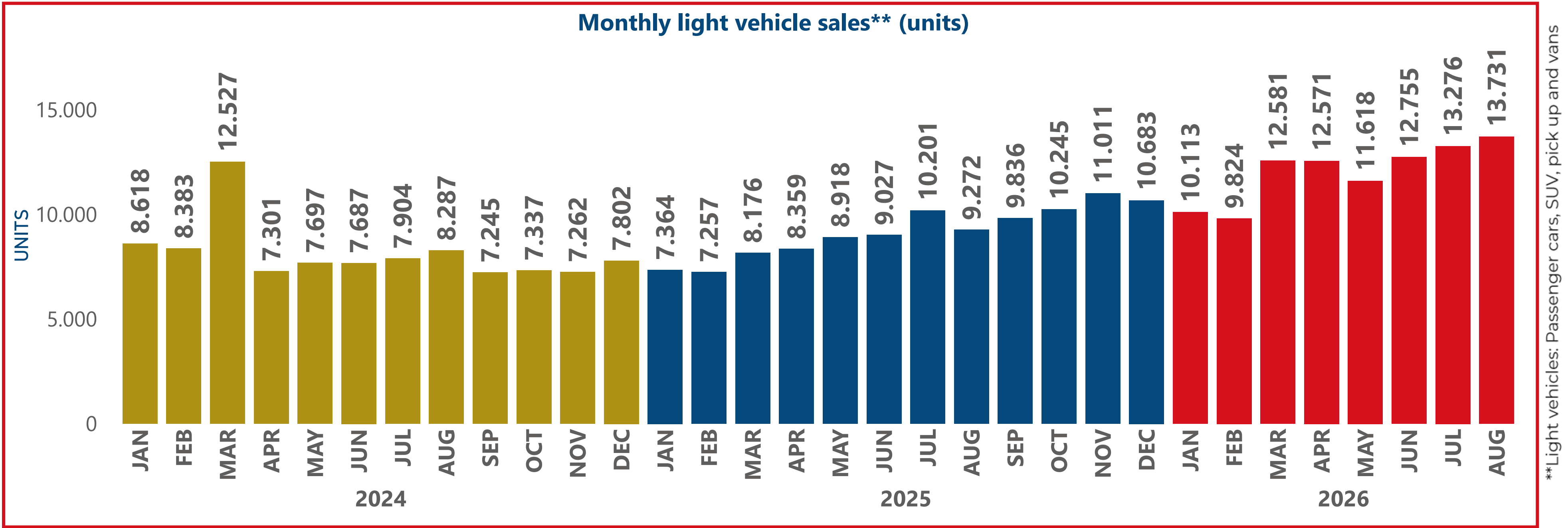
6.758

6,9

7.210

*This indicator reflects the number of new vehicles sold per thousand inhabitants. Its purpose is to measure the relationship between vehicle sales volume—including light and heavy vehicles—and the size of the population.

Light: Passenger cars, SUV, pick up and vans Heavy: Trucks and buses		Sales by brand (August 2025)		Sales by brand (August 2026)		Accumulated sales by brand (Jan-August 2025)		Accumulated sales by brand (Jan-August 2026)	
	Brand	Quantity	Market share	Quantity	Market share	Quantity	Market share	Quantity	Market share
	KIA	1.741	17,0 %	2.527	16,5 %	12.577	16,3 %	17.382	16,1 %
	CHEVROLET	1.222	11,9 %	1.626	10,6 %	10.578	13,7 %	12.571	11,6 %
	GWM	444	4,3 %	688	4,5 %	3.871	5,0 %	5.783	5,3 %
	HYUNDAI	735	7,2 %	659	4,3 %	4.756	6,2 %	5.628	5,2 %
	TOYOTA	510	5,0 %	716	4,7 %	3.984	5,2 %	5.378	5,0 %
	CHERY	498	4,9 %	768	5,0 %	3.535	4,6 %	5.196	4,8 %
	DONGFENG	362	3,5 %	493	3,2 %	2.089	2,7 %	4.046	3,7 %
	JAC	369	3,6 %	514	3,4 %	2.344	3,0 %	3.784	3,5 %
	BYD	247	2,4 %	850	5,6 %	1.533	2,0 %	3.588	3,3 %
	SUZUKI	372	3,6 %	606	4,0 %	3.056	4,0 %	3.524	3,3 %
	OTHERS	3.764	36,7 %	5.834	38,2 %	28.793	37,3 %	41.398	38,2 %
	Total	10.264	100,0 %	15.281	100,0 %	77.116	100,0 %	108.278	100,0 %
	LIGHT	9.272	90,3 %	13.731	89,9 %	68.574	88,9 %	96.469	89,1 %
HEAVY	992	9,7 %	1.550	10,1 %	8.542	11,1 %	11.809	10,9 %	
Total	10.264	100,0 %	15.281	100,0 %	77.116	100,0 %	108.278	100,0 %	





GUATEMALA

Regional Automotive Market



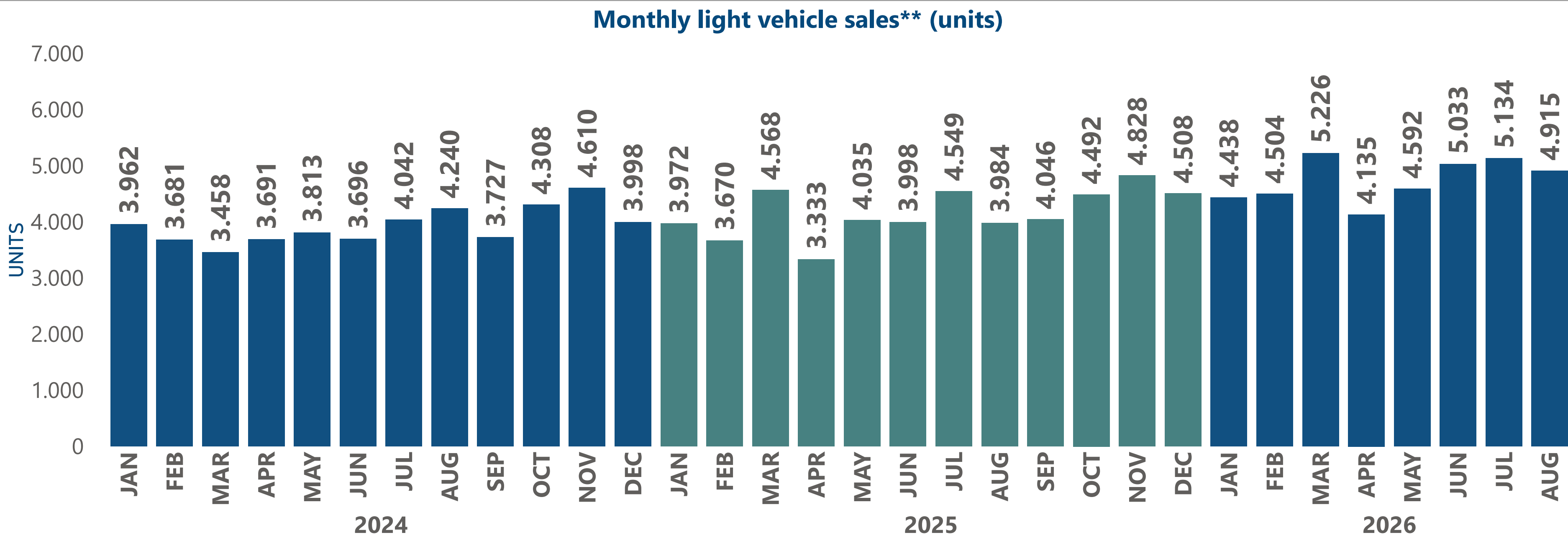
Source: FMI

*This indicator reflects the number of new vehicles sold per thousand inhabitants. Its purpose is to measure the relationship between vehicle sales volume—including light and heavy vehicles—and the size of the population.

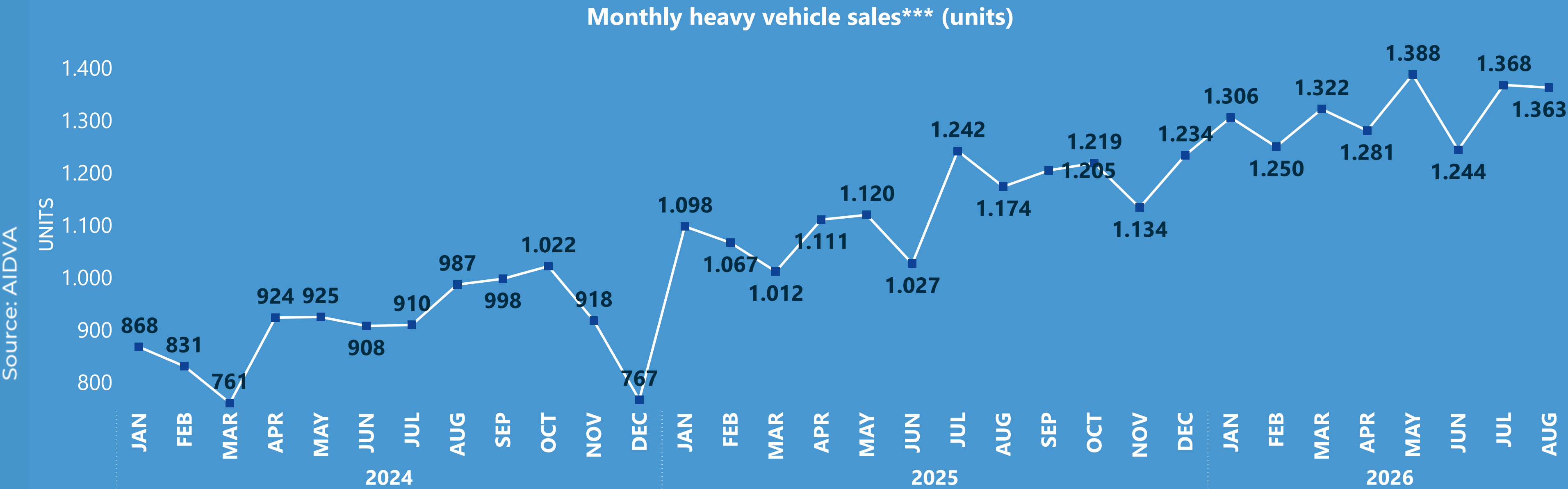
Light: Hatchback, Minivan (up to 8 passengers), Sedan, Pickup truck, Panel van, Minibus (up to 20 passengers), Sport coupe, SUV
Heavy: Truck, Bus (21 passengers or more), Garbage compactor truck, Dump truck, Tractor unit, Tank truck, Fire truck, Concrete mixer truck

	Sales by brand (August 2025)		Sales by brand (August 2026)		Accumulated sales by brand (Jan-August 2025)		Accumulated sales by brand (Jan-August 2026)	
Brand	Quantity	Market share	Quantity	Market share	Quantity	Market share	Quantity	Market share
TOYOTA	1.311	25,4 %	1.482	23,6 %	10.786	26,3 %	12.258	25,3 %
ISUZU	563	10,9 %	660	10,5 %	3.645	8,9 %	5.040	10,4 %
MITSUBISHI	317	6,1 %	374	6,0 %	2.466	6,0 %	3.126	6,4 %
JAC	324	6,3 %	405	6,5 %	2.282	5,6 %	3.043	6,3 %
SUZUKI	207	4,0 %	474	7,6 %	1.826	4,5 %	2.883	5,9 %
KIA	332	6,4 %	330	5,3 %	2.665	6,5 %	2.486	5,1 %
CHANGAN	223	4,3 %	326	5,2 %	1.976	4,8 %	2.462	5,1 %
HINO	238	4,6 %	256	4,1 %	1.874	4,6 %	2.010	4,1 %
FOTON	222	4,3 %	216	3,4 %	1.494	3,6 %	1.845	3,8 %
VOLKSWAGEN	148	2,9 %	200	3,2 %	1.644	4,0 %	1.396	2,9 %
OTHERS	1.273	24,7 %	1.555	24,8 %	10.302	25,2 %	11.950	24,6 %
Total	5.158	100,0 %	6.278	100,0 %	40.960	100,0 %	48.499	100,0 %
LIGHT	3.984	77,2 %	4.915	78,3 %	32.109	78,4 %	37.977	78,3 %
HEAVY	1.174	22,8 %	1.363	21,7 %	8.851	21,6 %	10.522	21,7 %
Total	5.158	100,0 %	6.278	100,0 %	40.960	100,0 %	48.499	100,0 %

Some brands do not record sales in the periods prior to their entry and registration in the country, as well as before their affiliation with AIDVA



**Light vehicles: Hatchback, Minivan (up to 8 passengers), Sedan, Pickup truck, Panel van, Minibus (up to 20 passengers), Sport coupe, SUV



***Heavy vehicles: Truck, Bus (21 passengers or more), Garbage compactor truck, Dump truck, Tractor unit, Tank truck, Fire truck, Concrete mixer truck



MEXICO

Regional Automotive Market

2021

2022

2023

2024

2025

Vehicle sales per thousand inhabitants*

8,1 10.177

8,7 11.266

10,8 13.641

11,8 13.971

11,7 13.967

Nominal GDP per capita (USD)

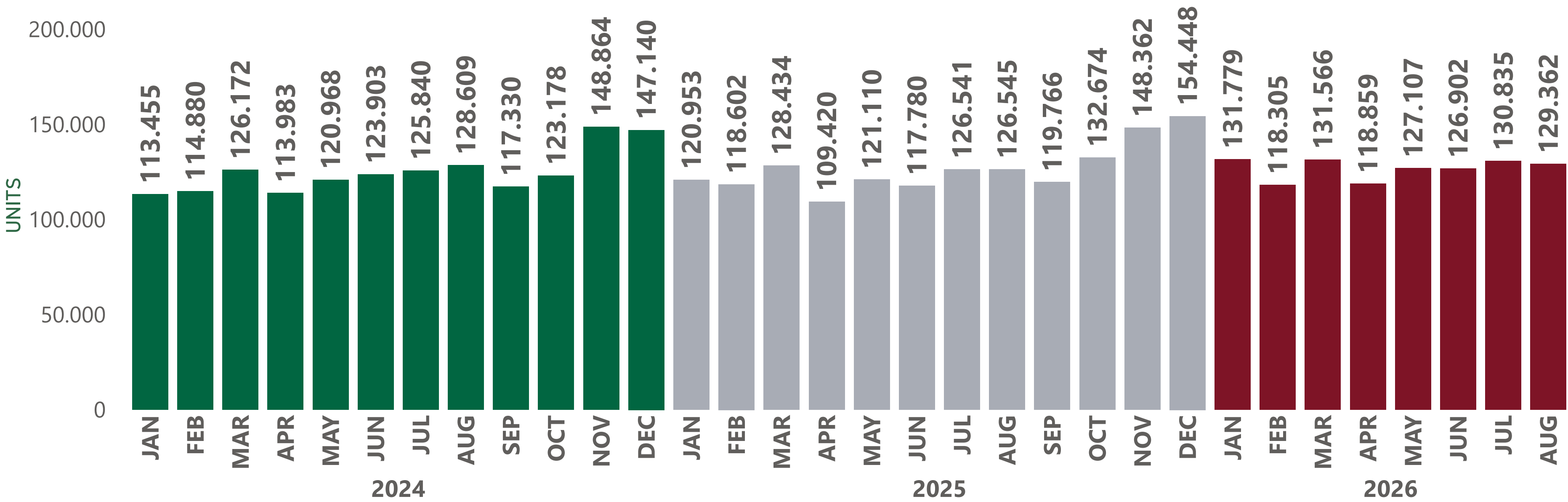
Source: FMI

*This indicator reflects the number of new vehicles sold per thousand inhabitants. Its purpose is to measure the relationship between vehicle sales volume—including light and heavy vehicles—and the size of the population.

Light: Compact, luxury, subcompact, and sports passenger cars, as well as SUVs, minivans, and pickup trucks
Heavy: Freight and passenger vehicles

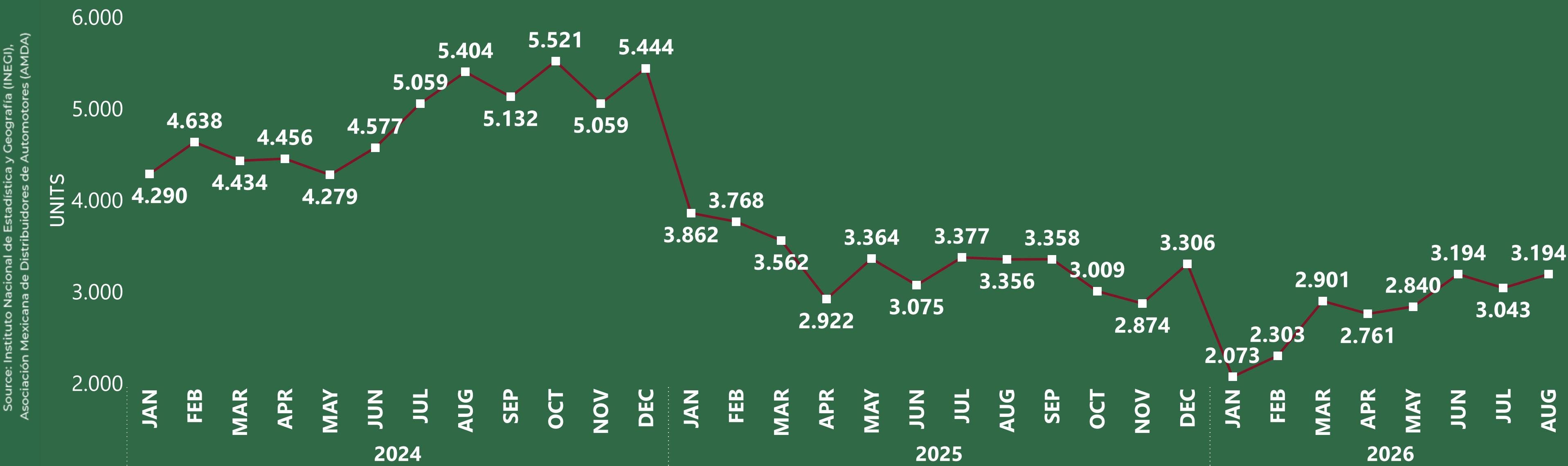
Brand	Sales by brand (August 2025)		Sales by brand (August 2026)		Accumulated sales by brand (Jan-August 2025)		Accumulated sales by brand (Jan-August 2026)	
	Quantity	Market share	Quantity	Market share	Quantity	Market share	Quantity	Market share
NISSAN	23.671	18,2 %	22.388	16,9 %	175.568	17,6 %	172.941	16,7 %
CHEVROLET	15.803	12,2 %	15.993	12,1 %	118.219	11,9 %	122.058	11,8 %
VOLKSWAGEN	11.126	8,6 %	11.928	9,0 %	87.811	8,8 %	90.106	8,7 %
TOYOTA	9.755	7,5 %	10.870	8,2 %	80.486	8,1 %	84.073	8,1 %
KIA	9.601	7,4 %	9.114	6,9 %	71.845	7,2 %	73.273	7,1 %
MAZDA	7.927	6,1 %	9.258	7,0 %	67.639	6,8 %	70.115	6,8 %
HYUNDAI	4.360	3,4 %	4.873	3,7 %	34.311	3,4 %	36.107	3,5 %
MG	4.275	3,3 %	4.006	3,0 %	31.872	3,2 %	36.019	3,5 %
RAM	3.468	2,7 %	4.468	3,4 %	23.893	2,4 %	34.756	3,4 %
FORD	4.713	3,6 %	4.758	3,6 %	34.829	3,5 %	34.319	3,3 %
OTHERS	35.202	27,1 %	34.900	26,3 %	270.198	27,1 %	283.257	27,3 %
Total	129.901	100,0 %	132.556	100,0 %	996.671	100,0 %	1.037.024	100,0 %
LIGHT	126.545	97,4 %	129.362	97,6 %	969.385	97,3 %	1.014.715	97,8 %
HEAVY	3.356	2,6 %	3.194	2,4 %	27.286	2,7 %	22.309	2,2 %
Total	129.901	100,0 %	132.556	100,0 %	996.671	100,0 %	1.037.024	100,0 %

Monthly light vehicle sales** (units)



**Light vehicles: Compact, luxury, subcompact, and sports passenger cars, as well as SUVs, minivans, and pickup trucks

Monthly heavy vehicle sales*** (units)



*** Heavy vehicles: Freight and passenger vehicles



PARAGUAY

Regional Automotive Market

2021

2022

2023

2024

2025

● Vehicle sales per thousand inhabitants*

4,3 5.433

4,4 5.598

4,1 5.685

4,3 5.869

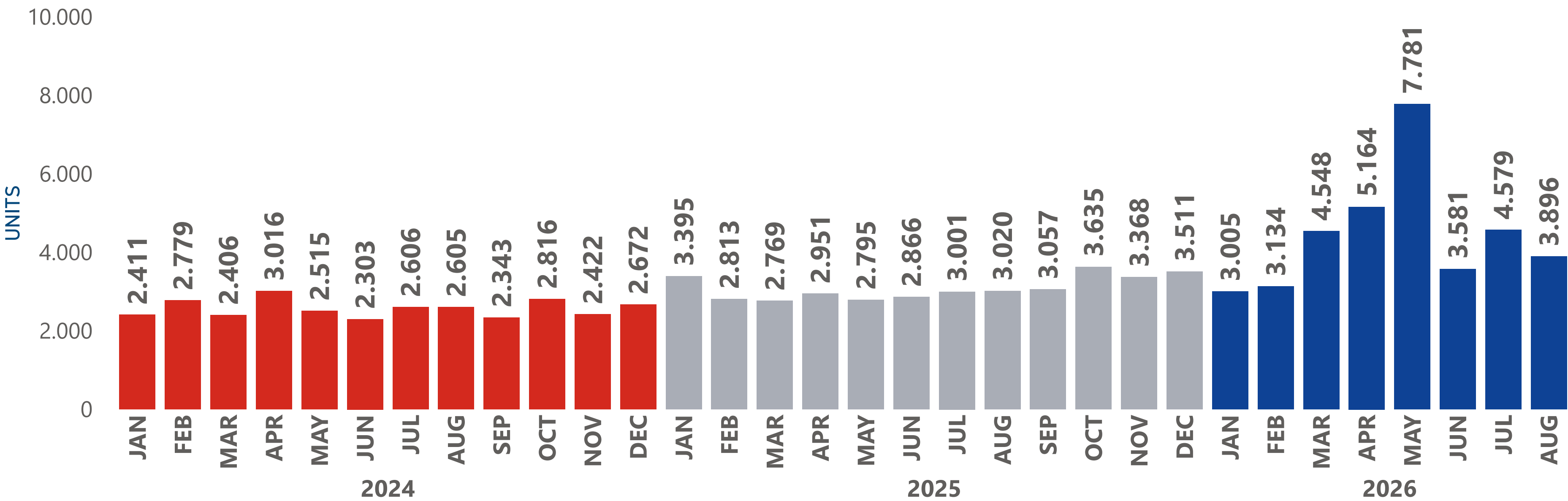
5,7 6.799

● Nominal GDP per capita (USD)
Source: FMI

*This indicator reflects the number of new vehicles sold per thousand inhabitants. Its purpose is to measure the relationship between vehicle sales volume—including light and heavy vehicles—and the size of the population.

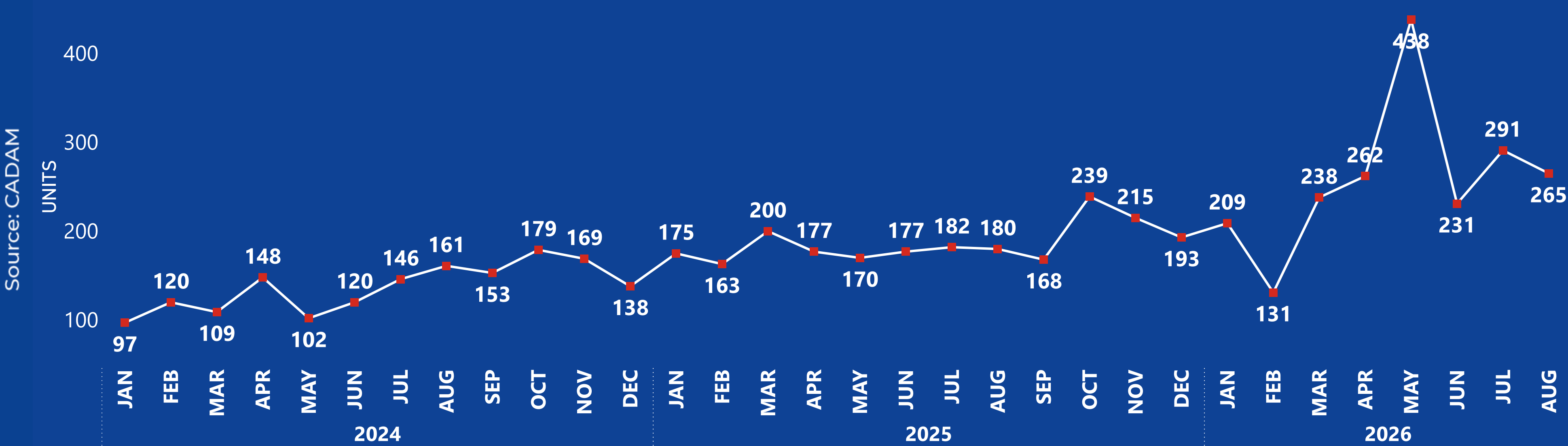
Light: Passenger cars, pick up, vans, minibus and SUV Heavy: Trucks and omnibus		Sales by brand (August 2025)		Sales by brand (August 2026)		Accumulated sales by brand (Jan-August 2025)		Accumulated sales by brand (Jan-August 2026)	
	Brand	Quantity	Market share	Quantity	Market share	Quantity	Market share	Quantity	Market share
	TOYOTA	394	12,3 %	517	12,4 %	3.219	12,9 %	4.617	12,2 %
	CHEVROLET	301	9,4 %	408	9,8 %	2.637	10,5 %	3.830	10,1 %
	KIA	470	14,7 %	368	8,8 %	3.924	15,7 %	3.785	10,0 %
	HYUNDAI	353	11,0 %	430	10,3 %	2.800	11,2 %	3.713	9,8 %
	FIAT	184	5,8 %	279	6,7 %	1.453	5,8 %	2.509	6,6 %
	VOLKSWAGEN	177	5,5 %	258	6,2 %	1.384	5,5 %	2.295	6,1 %
	SUZUKI	145	4,5 %	217	5,2 %	927	3,7 %	1.759	4,7 %
	NISSAN	145	4,5 %	123	3,0 %	1.209	4,8 %	1.574	4,2 %
	GEELY	111	3,5 %	161	3,9 %	818	3,3 %	1.446	3,8 %
	CHERY	54	1,7 %	188	4,5 %	199	0,8 %	1.367	3,6 %
	OTHERS	866	27,1 %	1.212	29,1 %	6.464	25,8 %	10.858	28,8 %
	Total	3.200	100,0 %	4.161	100,0 %	25.034	100,0 %	37.753	100,0 %
	LIGHT	3.020	94,4 %	3.896	93,6 %	23.610	94,3 %	35.688	94,5 %
	HEAVY	180	5,6 %	265	6,4 %	1.424	5,7 %	2.065	5,5 %
	Total	3.200	100,0 %	4.161	100,0 %	25.034	100,0 %	37.753	100,0 %

Monthly light vehicle sales** (units)



**Light vehicles: Passenger cars, pick up, vans, minibus and SUV

Monthly heavy vehicle sales*** (units)



*** Heavy vehicles: trucks and omnibuses

PERU

Regional
Automotive
Market

2021

2022

2023

2024

2025

Vehicle sales
per thousand inhabitants*

5,2 6.677

5,2 7.159

5,3 7.913

5,0 8.316

6,2 9.256

Nominal GDP per capita (USD)

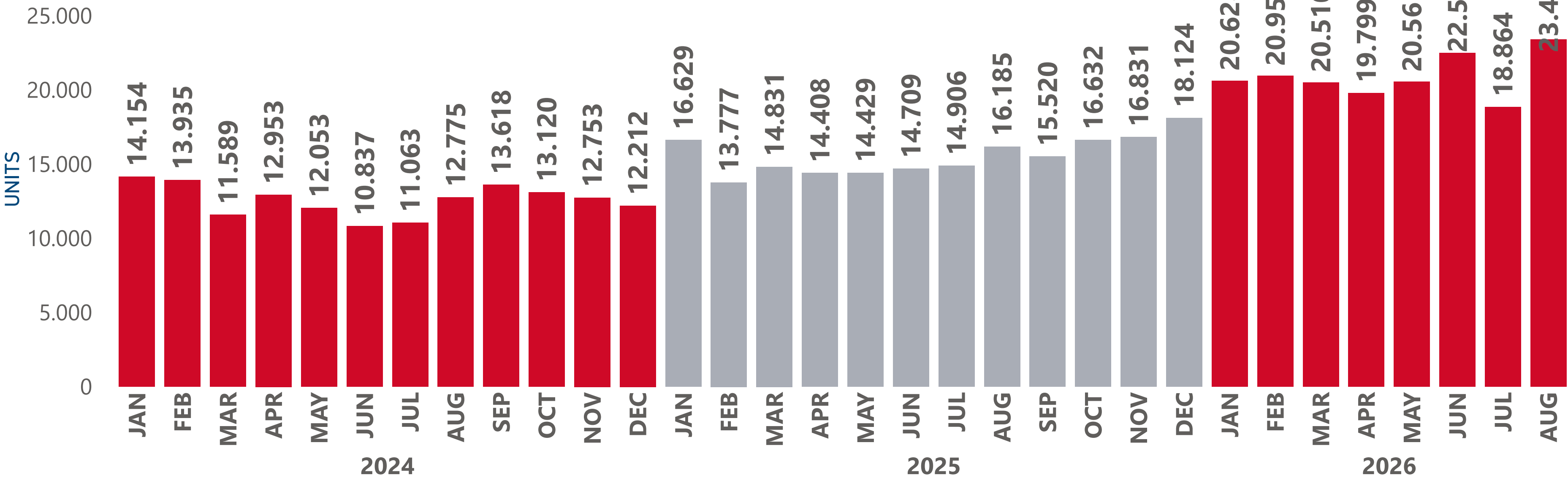
Source: FMI

*This indicator reflects the number of new vehicles sold per thousand inhabitants. Its purpose is to measure the relationship between vehicle sales volume—including light and heavy vehicles—and the size of the population.

Light: Passenger cars, pick up, vans, station wagon and off road SUV
Heavy: Trucks, minibuses, omnibuses and tractor trucks

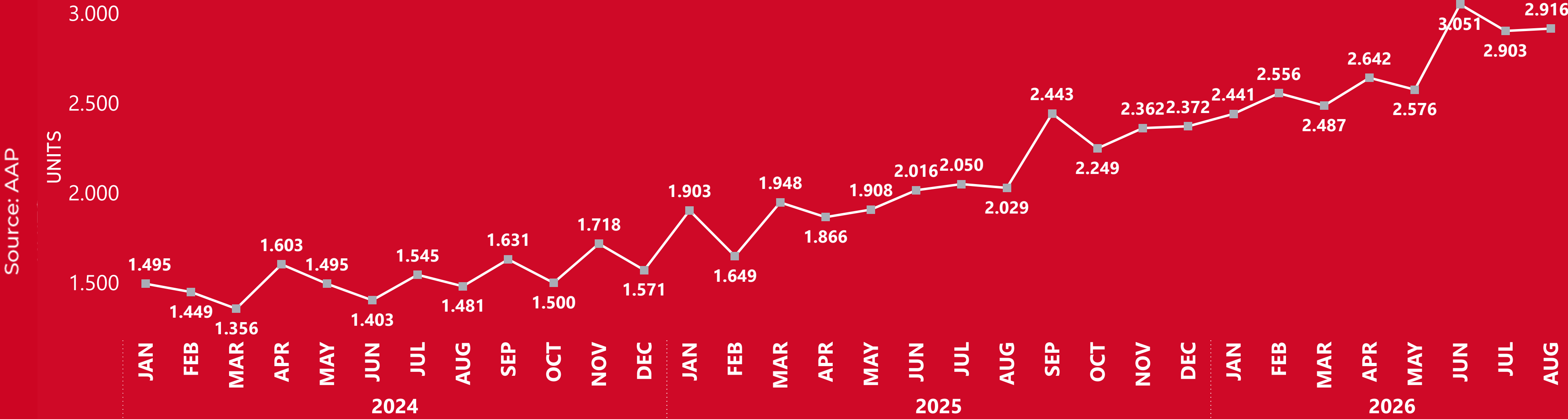
Brand	Sales by brand (August 2025)		Sales by brand (August 2026)		Accumulated sales by brand (Jan-August 2025)		Accumulated sales by brand (Jan-August 2026)	
	Quantity	Market share	Quantity	Market share	Quantity	Market share	Quantity	Market share
TOYOTA	3.779	20,7 %	4.437	16,9 %	25.210	18,6 %	30.658	16,2 %
KIA	1.567	8,6 %	2.364	9,0 %	11.266	8,3 %	16.037	8,5 %
HYUNDAI	1.474	8,1 %	2.132	8,1 %	11.183	8,3 %	15.536	8,2 %
CHANGAN	1.006	5,5 %	1.361	5,2 %	7.281	5,4 %	10.900	5,8 %
JETOUR	507	2,8 %	1.685	6,4 %	4.104	3,0 %	10.326	5,5 %
JAC	745	4,1 %	901	3,4 %	5.218	3,9 %	7.686	4,1 %
CHEVROLET	641	3,5 %	915	3,5 %	5.957	4,4 %	7.593	4,0 %
GEELY	666	3,7 %	1.123	4,3 %	3.681	2,7 %	7.516	4,0 %
FORD	602	3,3 %	1.010	3,8 %	4.505	3,3 %	7.132	3,8 %
CHERY	430	2,4 %	977	3,7 %	2.930	2,2 %	6.100	3,2 %
OTHERS	6.797	37,3 %	9.423	35,8 %	53.908	39,9 %	69.332	36,7 %
Total	18.214	100,0 %	26.328	100,0 %	135.243	100,0 %	188.816	100,0 %
LIGHT	16.185	88,9 %	23.412	88,9 %	119.874	88,6 %	167.244	88,6 %
HEAVY	2.029	11,1 %	2.916	11,1 %	15.369	11,4 %	21.572	11,4 %
Total	18.214	100,0 %	26.328	100,0 %	135.243	100,0 %	188.816	100,0 %

Monthly light vehicle sales** (units)



**Light vehicles: Passenger cars, pick up, vans, station wagon and off road SUV

Monthly heavy vehicle sales*** (units)



*** Heavy vehicles: trucks, minibuses, omnibuses and tractor trucks



DOMINICAN REPUBLIC

Regional Automotive Market

●

Vehicle sales per thousand inhabitants*

●

Nominal GDP per capita (USD)

Source: FMI

2021

2022

2023

2024

2025

2,2

9.023

3,1

10.715

4,3

11.279

4,4

11.542

4,4

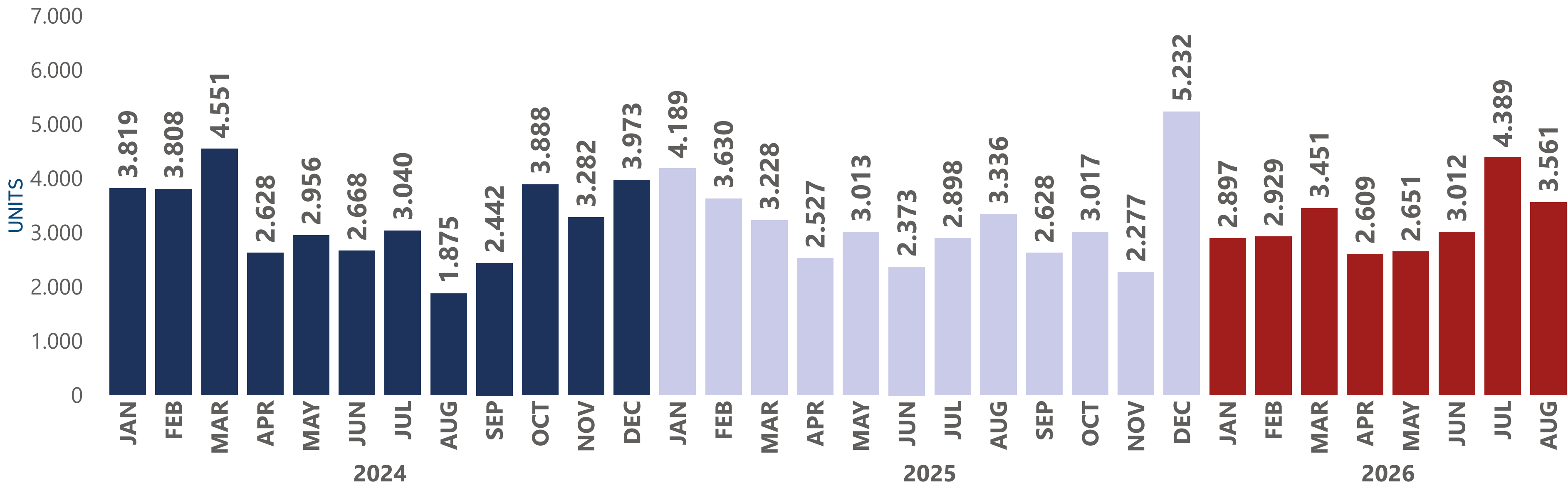
11.919

*This indicator reflects the number of new vehicles sold per thousand inhabitants. Its purpose is to measure the relationship between vehicle sales volume—including light and heavy vehicles—and the size of the population.

Light: SUV, passenger cars, Pick up, VAN
Heavy: trucks and buses

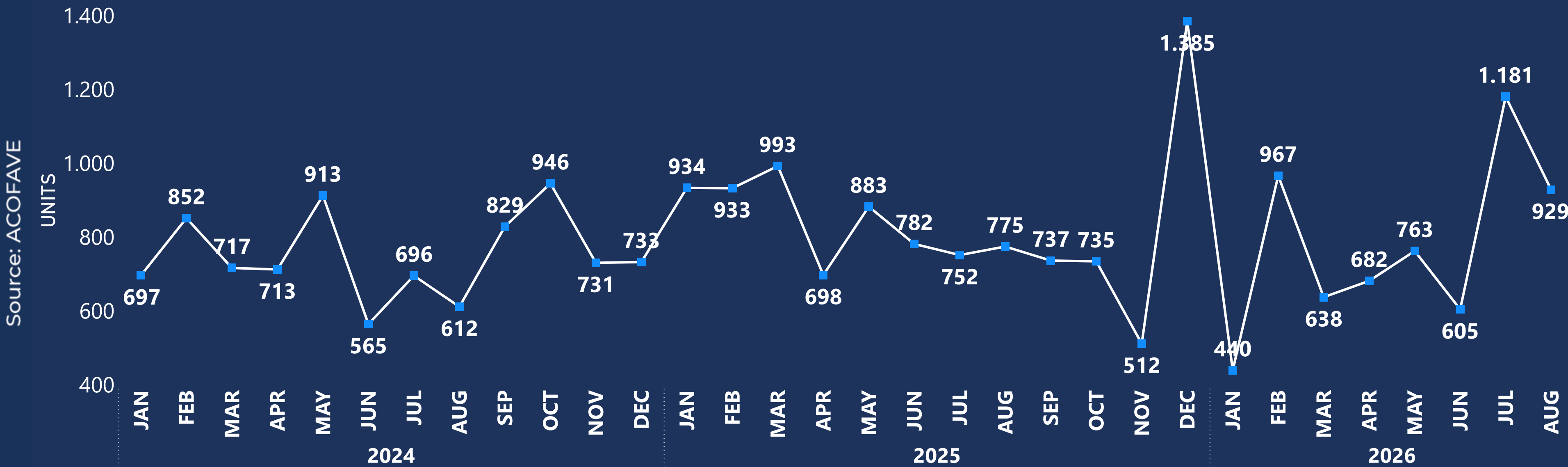
Brand	Sales by brand (August 2025)		Sales by brand (August 2026)		Accumulated sales by brand (Jan-August 2025)		Accumulated sales by brand (Jan-August 2026)	
	Quantity	Market share	Quantity	Market share	Quantity	Market share	Quantity	Market share
TOYOTA	652	15,9 %	646	14,4 %	4.830	15,1 %	4.324	13,6 %
KIA	616	15,0 %	385	8,6 %	4.712	14,8 %	3.282	10,4 %
HYUNDAI	257	6,3 %	314	7,0 %	3.066	9,6 %	2.561	8,1 %
ISUZU	392	9,5 %	525	11,7 %	2.649	8,3 %	2.473	7,8 %
CHANGAN	266	6,5 %	144	3,2 %	1.054	3,3 %	1.829	5,8 %
SUZUKI	173	4,2 %	307	6,8 %	1.324	4,1 %	1.682	5,3 %
CHEVROLET	144	3,5 %	284	6,3 %	1.109	3,5 %	1.412	4,5 %
NISSAN	56	1,4 %	252	5,6 %	957	3,0 %	1.398	4,4 %
JETOUR	124	3,0 %	146	3,3 %	609	1,9 %	948	3,0 %
HONDA	70	1,7 %	161	3,6 %	846	2,6 %	932	2,9 %
OTHERS	1.361	33,1 %	1.326	29,5 %	10.788	33,8 %	10.863	34,3 %
Total	4.111	100,0 %	4.490	100,0 %	31.944	100,0 %	31.704	100,0 %
LIGHT	3.336	81,1 %	3.561	79,3 %	25.194	78,9 %	25.499	80,4 %
HEAVY	775	18,9 %	929	20,7 %	6.750	21,1 %	6.205	19,6 %
Total	4.111	100,0 %	4.490	100,0 %	31.944	100,0 %	31.704	100,0 %

Monthly light vehicle sales** (units)



**Light vehicles: SUV, passenger cars, Pick up, VAN

Monthly heavy vehicle sales*** (units)



*** Heavy vehicles: trucks and buses



URUGUAY

Regional Automotive Market

2021

2022

2023

2024

2025

● Vehicle sales per thousand inhabitants*

14,8

17.334

15,8

20.022

17,3

21.657

18,6

23.053

20,8

24.378

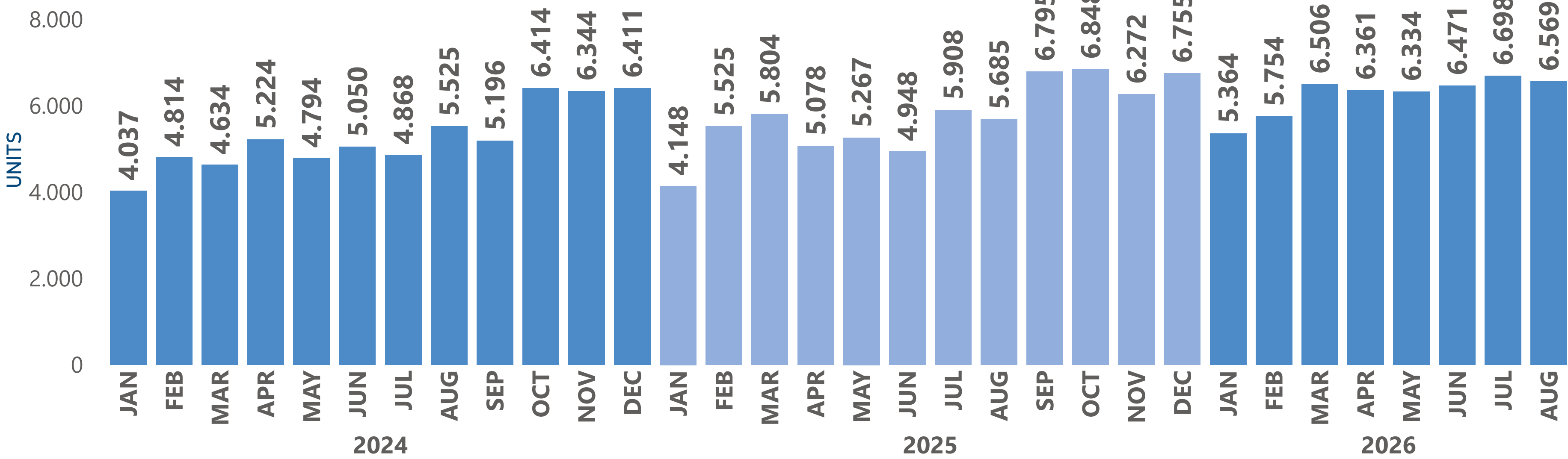
● Nominal GDP per capita (USD)
Source: FMI

*This indicator reflects the number of new vehicles sold per thousand inhabitants. Its purpose is to measure the relationship between vehicle sales volume—including light and heavy vehicles—and the size of the population.

Light: Passenger cars, SUV, minibus and light utility cars
Heavy: Trucks and omnibus

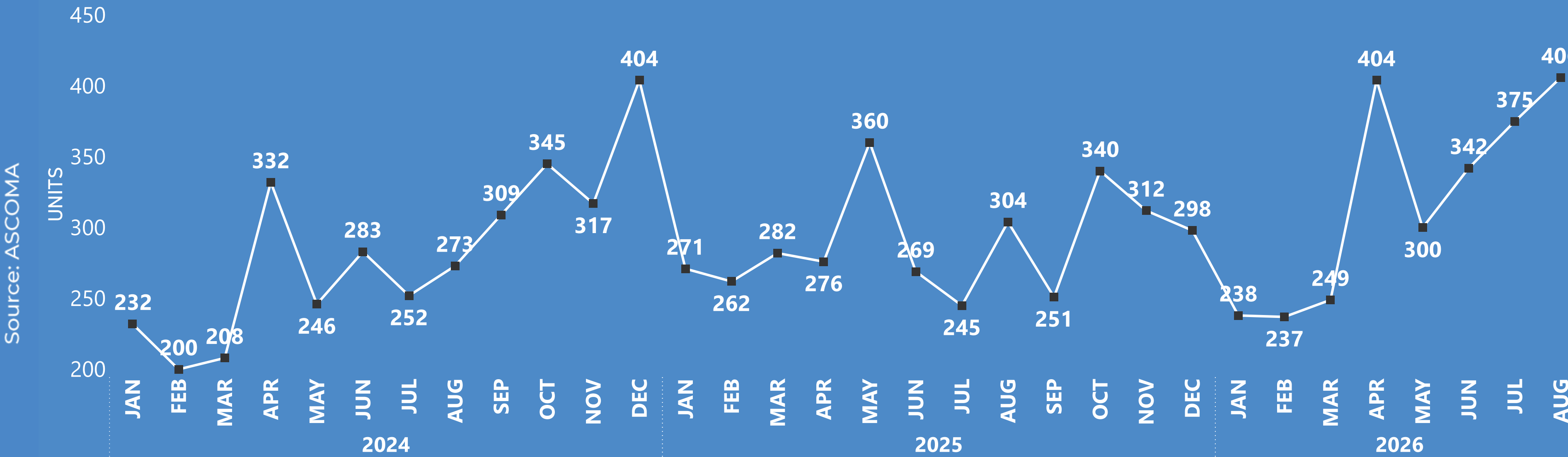
Brand	Sales by brand (August 2025)		Sales by brand (August 2026)		Accumulated sales by brand (Jan-August 2025)		Accumulated sales by brand (Jan-August 2026)	
	Quantity	Market share	Quantity	Market share	Quantity	Market share	Quantity	Market share
BYD	745	12,4 %	842	12,1 %	4.319	9,7 %	6.060	11,5 %
FIAT	750	12,5 %	561	8,0 %	6.326	14,2 %	4.914	9,3 %
CHEVROLET	634	10,6 %	354	5,1 %	4.178	9,4 %	4.129	7,8 %
RENAULT	440	7,3 %	360	5,2 %	3.748	8,4 %	3.353	6,4 %
VOLKSWAGEN	560	9,4 %	245	3,5 %	3.952	8,9 %	3.046	5,8 %
SUZUKI	339	5,7 %	182	2,6 %	2.605	5,8 %	2.981	5,7 %
DONGFENG	175	2,9 %	481	6,9 %	994	2,2 %	2.617	5,0 %
GEELY	100	1,7 %	693	9,9 %	587	1,3 %	2.507	4,8 %
HYUNDAI	271	4,5 %	189	2,7 %	2.930	6,6 %	2.064	3,9 %
GAC	12	0,2 %	616	8,8 %	92	0,2 %	1.670	3,2 %
OTHERS	1.963	32,8 %	2.452	35,2 %	14.901	33,4 %	19.267	36,6 %
Total	5.989	100,0 %	6.975	100,0 %	44.632	100,0 %	52.608	100,0 %
LIGHT	5.685	94,9 %	6.569	94,2 %	42.363	94,9 %	50.057	95,2 %
HEAVY	304	5,1 %	406	5,8 %	2.269	5,1 %	2.551	4,8 %
Total	5.989	100,0 %	6.975	100,0 %	44.632	100,0 %	52.608	100,0 %

Monthly light vehicle sales** (units)



**Light vehicles: Passenger cars, SUV, minibus and light utility cars

Monthly heavy vehicle sales*** (units)



*** Heavy vehicles: Trucks and omnibus



VENEZUELA

Regional Automotive Market

2021

2022

2023

2024

2025

Vehicle sales per thousand inhabitants*

0,07

2.090

0,15

3.422

0,28

3.738

0,66

4.019

1,45

3.103

Nominal GDP per capita (USD)

Source: FMI

This indicator reflects the number of new vehicles sold per thousand inhabitants. Its purpose is to measure the relationship between vehicle sales volume—including light and heavy vehicles—and the size of the population.

		Sales by brand (August 2025)		Sales by brand (August 2026)		Accumulated sales by brand (Jan-August 2025)		Accumulated sales by brand (Jan-August 2026)	
Brand		Quantity	Market share	Quantity	Market share	Quantity	Market share	Quantity	Market share
Passenger: SUV and passenger cars Commercial: Minibus, trucks, pick up, tractor trucks and vans	JAC	1.227	41,0 %	2.147	35,8 %	7.689	36,2 %	14.893	40,4 %
	TOYOTA	951	31,8 %	1.564	26,1 %	7.991	37,6 %	9.894	26,8 %
	CHANGAN	186	6,2 %	558	9,3 %	1.387	6,5 %	2.607	7,1 %
	FORD	117	3,9 %	261	4,4 %	701	3,3 %	1.685	4,6 %
	FIAT	133	4,4 %	228	3,8 %	850	4,0 %	1.358	3,7 %
	FOTON	92	3,1 %	339	5,7 %	612	2,9 %	1.278	3,5 %
	MMC	134	4,5 %	209	3,5 %	647	3,0 %	1.246	3,4 %
	KIA	7	0,2 %	190	3,2 %	377	1,8 %	958	2,6 %
	MACK	0	0,0 %	176	2,9 %	0	0,0 %	890	2,4 %
	HONDA			134	2,2 %	0	0,0 %	698	1,9 %
	OTHERS	143	4,8 %	193	3,2 %	1.006	4,7 %	1.348	3,7 %
	Total	2.990	100,0 %	5.999	100,0 %	21.260	100,0 %	36.855	100,0 %
	PASSENGERS	2.108	70,5 %	3.747	62,5 %	15.115	71,1 %	25.189	68,3 %
	COMMERCIAL	882	29,5 %	2.252	37,5 %	6.145	28,9 %	11.666	31,7 %
	Total	2.990	100,0 %	5.999	100,0 %	21.260	100,0 %	36.855	100,0 %

Note: In 2023 a methodological change was made to the information presented by Cavenéz. The information is divided into passenger and commercial segments

Monthly passenger vehicles sales** (units)

Month	Units
JAN 2024	542
FEB 2024	590
MAR 2024	661
APR 2024	948
MAY 2024	865
JUN 2024	860
JUL 2024	871
AUG 2024	991
SEP 2024	1.023
OCT 2024	1.318
NOV 2024	1.437
DEC 2024	1.416
JAN 2025	963
FEB 2025	1.493
MAR 2025	2.043
APR 2025	2.068
MAY 2025	2.187
JUN 2025	1.954
JUL 2025	2.299
AUG 2025	2.108
SEP 2025	2.803
OCT 2025	3.144
NOV 2025	3.285
DEC 2025	3.185
JAN 2026	2.346
FEB 2026	2.519
MAR 2026	3.041
APR 2026	3.140
MAY 2026	3.607
JUN 2026	3.197
JUL 2026	3.592
AUG 2026	3.747

**Passenger: SUV and passenger cars

Monthly commercial vehicles sales*** (units)

Month	Units
JAN 2024	287
FEB 2024	374
MAR 2024	364
APR 2024	559
MAY 2024	508
JUN 2024	533
JUL 2024	568
AUG 2024	600
SEP 2024	627
OCT 2024	510
NOV 2024	544
DEC 2024	562
JAN 2025	378
FEB 2025	558
MAR 2025	1.012
APR 2025	851
MAY 2025	753
JUN 2025	835
JUL 2025	876
AUG 2025	882
SEP 2025	994
OCT 2025	1.198
NOV 2025	1.461
DEC 2025	1.280
JAN 2026	1.124
FEB 2026	1.008
MAR 2026	1.218
APR 2026	1.040
MAY 2026	1.258
JUN 2026	1.675
JUL 2026	2.091
AUG 2026	2.252

Commercial: Minibus, trucks, pick up, tractor trucks and vans

Cámara Automotriz de Venezuela (CAVENEZ)



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